



Shubham Gupta

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CURRICULUM VITAE

CAREER OBJECTIVE

A Successful Professional with Nearly 3 Years' Experience in Channel Management Business Development & Network Expansion Looking Forward to Work in a Challenging Organization Which Can Utilize My Skills And to be a Part of Team That Dynamically Works Towards the Growth of The Organization. Willing to Works as a Key Player in Challenging & Creative Environment.

WORK EXPERIENCE

Present Portfolio; - Presently Working as a Project Officer in Farmtrac (Escorts Ltd) From April 2019 to Till Date in Udaipur office (Rajasthan).

✉ Escorts Limited- Sales & Marketing (Farmtrac Sales in Rajasthan Based at Faridabad)

- Lead the sales Team to grow the volume and Market Share in the assigned geography.
- Survey the area Coverage for Opening New Channel Partner & New Business Development in the territory.
- Planning & Executive of BTL Activities like Competitive Demos, Product Launch & Sales Campaigns, Customer meet, Product Presentation.
- Manage the Client fund & Risk, Vehicle Loan.
- Educate and train the Dealer & Salesman
- Lead Generation and Sales Conversation, Executes the sales cycle in the territory
- Develops /assist the Sales Team to achieve the Sale Target
- Making proper route plan for activities.
- Worked in different fields- Sumerpur, pali, Banswara, Dungarpur, Reodar, Merta city (Nagaur), Bhopalgarh(Jodhpur),Pratapgarh, Jhalawar (Hadoti), Hanumangarh etc.

PROFESSIONAL QUALIFICATION

- MBA (Marketing Management)

ACADEMIC QUALIFICATIONS

Year	Degree	Institution	University/ Board	Percentage
2021	MBA (Marketing Management)	Jaipur National University, Jaipur	Jaipur National University, Jaipur	67.00%
2017	BA (Bachelor of Arts)	G.G.T.U	MLSU	51.73%
2014	Electrical Engineering	Pacific Polytechnic College, Udaipur	Pacific University, Udaipur	61.5%

COMPUTER SKILLS

- Working Knowledge in Microsoft Excel, MS-Word, Microsoft Power point, outlooks.

HOBBIES

- Travelling
- To Meet New Peoples
- Newspaper Reading

PERSONAL INFORMATION

Date of birth	31/03/1995
Gender	Male
Marital Status	Married
Language Proficiency (Speak, Read and Write)	English and Hindi

I Hereby Declare That All the Information Provided in My Resume is True to The Best of My Knowledge.

Name : Shubham Gupta
Date :

Signature